

The BRIDGE

THE CREDIT UNION WAY TO ECONOMIC BETTERMENT



(See Page 9)

official publication

April, 1949

Credit Union National Association



The Way I See It

Admirable Source of Pride

TO: CREDIT UNION NATIONAL ASSOCIATION

Yesterday Al Jordan and I had the pleasure of attending the first annual meeting of the Solar Employees Credit Union.

Al and I are proud of a part in organizing this credit union. It all started when an item appeared in the local paper stating Alexander Black was appointed President Manager of the Des Moines Plant. Many attempts had been made to get a credit union in but had failed. I wrote a letter to Mr. Black, congratulating him on his appointment and pointing out how a credit union could help him in his future management of the plant. He liked the idea of management sponsoring and the employees controlling the credit union. It has worked out wonderfully.

Probably the most inspiring thing of all this, during this annual meeting Mr. Black sat in the middle of his employees, a shareholder with voice and one vote.

There is one more thing, Mr. Black is helping the organizational effort of the Central Iowa Chapter Credit Unions in the remaining three of Des Moines top industries, ten out of thirteen already have credit unions.—*Henry Gering.*

Service Doubly Welcome

TO: CUNA MUTUAL INSURANCE SOCIETY

At our last regular meeting, I was instructed to write you a letter of thanks for your promptness in settling insurance claim occasioned by the untimely death of one of our members, who passed away recently, due to a sudden heart attack. Your check in the amount of \$2,939.76, was doubly welcome, as it removed a great financial burden from the frail shoulders of the widow at a time when most needed, and allowed our organization to close out this loan account without loss of a single cent.—*Cheyenne Union Pacific Employees Federal Credit Union.*

Last Sad Rights

FROM: CREDIT UNION BUILDER
(N. DAK.)

The State Credit Union Board
(under which the state supervisory

authority functions) met in Bismarck on December 1, 1948. As a member of that Board, I helped perform the last sad rites over three—dead—credit unions.

The people living in those three communities started these three credit unions several years ago in high hopes that here, at last, they had found something that would be of great help to them in their struggle to improve their economic conditions.

There was no money lost by the members; all of these credit unions paid out 100 cents on the dollar, but in letting their credit unions die these members have created a feeling of antipathy towards credit unions and the credit union movement. I don't want to assist at any more obsequies—so am making bold to ask some pertinent questions.

How is it with your credit union? Is it growing? Are you using it? Does your board meet regularly? Are your credit and supervisory committees functioning? Hadn't you better attend your annual meeting in January and find out the answer to these questions? If your Board and committee members have done a good job in 1948, you have it in your power to encourage them to do a still better job in 1949 by your presence at the annual meeting and by asking questions and displaying interest in your credit union. Many credit unions in the State are doing a better job of serving their members. Is your credit union one of them? It's your responsibility, dear member.—*Carl Aasen, North Dakota Credit Union League.*



The Bridge

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Credit Union National Association

Madison 1, Wisconsin

E. K. WATKINS, Editor

CHAS. G. HYLAND, Business Manager

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A Look Inside the *Administration of Cuna*

EVERY section of the United States and Canada is represented on the Cuna Administrative bodies.

The chain of authority begins with the credit union members who elect their credit union directors, who select delegates to the state and provincial leagues. The leagues select the delegates to the Credit Union National Association. The national directors (delegates) determine the policies and program of the Credit Union National Association. One of the national directors from each league is also elected as delegate to the Cuna Supply Cooperative annual meeting.

An Executive Committee of 10 is elected to hire a managing director, and administer policies in the interim

between meetings of the national directors.

Seven members of the Executive Committee (one from each vice-presidential district) are nominated by district caucuses. By custom the national delegates elect the nominees of the districts.

The president, secretary, and treasurer are elected at large as officers of the association and members of the Executive Committee.

The delegate from each league to the Cuna Supply Cooperative serves much the same as national directors. The Cuna Supply delegates elect a Board of Directors who usually meet before and after the delegates' meeting. The board in turn select an Administrative Committee to represent them in the interim between annual meetings.

Cuna Mutual Insurance Society

The source of the control in the Cuna Mutual Insurance Society begins with the contract holders. They may be credit unions that hold group contracts such as Loan Protection or Life Savings or group insurance contract, or they may be individuals with an individual life insurance contract.

The contract holders may vote in person, or elect a representative in an area meeting with delegated authority to vote at the biennial contract holders meeting held in conjunction with the meeting of national directors from the leagues. The Board of Directors of Cuna Mutual Insurance Society are elected by the ballots cast by contract holders and elected area representatives attending the general election.

The elected Board of Directors have the power to amend the Articles of Incorporation, the by-laws, set policies and determine the budget. The recommendations of contract holders' meetings are seriously considered within the limitation of the insurance laws.

Fifteenth Anniversary

The first meeting of the national di-



Top of the page—the members of Cuna Administrative bodies. The lower picture shows the Executive Committee meeting in New York City during August, 1948.

rectors was held in 1935. National Directors always meet together with exuberance, but in the early days there was a problem of understanding the differences in problems, viewpoints, and even the ambitions of each other. Heated debate, and schemes to get our man ahead tested the abilities to manipulate and work.

But as years passed the understanding of each other's problems has grown. The increased tolerance and respect of each other in conducting business warms the hearts of those anxious to see the credit union movement go forward. The elections more and more are a reward for work done and ability to serve, rather than the ambition of an individual or area. The decisions of the majority are honored. At the end of the Constitutional Convention when the document was ready to be signed, Benjamin Franklin expressed, that his years of observation taught him to respect the decisions of the majority after open discussion more than his own opinion.

Problems are not settled overnight nor are they finally settled until they are settled with consideration for all.

The movement reflects all the people in it, the quality of their own participation and the people they select to represent them.

The gain of new members and credit unions, the improving services, the greater interest in working together—reflects one of America's best patterns for building a world of peace.

For Improvement of Health

The strains of competitive living, of financial insecurity, of national security and economic conditions, of discriminatory practices and community rancors—all of these—must be ameliorated if we are ultimately to achieve, for everyone, a full measure of abundant mental and physical health.—*Oscar R. Ewing, Federal Security Administrator.*

Report of Cuna Quarterly Meetings

February 10, 11, and 12, Chicago, Illinois

THOMAS W. DOIG, the managing-director of Cuna, reported an increasing intensity of organization work by geographical area to the Executive Committee's February meeting in Chicago. Only New Hampshire and Wyoming failed to report new credit unions in 1948. The contestants in the Volunteer Organizers contest are setting new records. Thirty-nine National Directors have organized 88 credit unions during this fiscal year up to January 31.

The Cuna field representatives between October 1 through January 31 last have worked in 25 states and 8 provinces. They visited 1,638 credit unions, met with 126 board of directors, 30 chapter meetings, 5 league annual meetings, 12 league board meetings, 86 meetings with other organizations interested in credit unions.

The field representatives also received 32 applications for credit union league affiliation, 38 Loan Protection Contracts, 46 Life Savings Contracts, 30 Cuna Bonds, and 33 new charters for credit unions.

The Cuna Insurance Research Division increased coverage in force by \$1,442,450 during the last three months. The coverage in force December 31, was \$27,437,000.

The dues received to January 31, 1949, were \$115,142. The budget anticipated \$114,000.

The receipts for the POP program were \$3,804.08 as of December 31, 1948. The expense of the program was \$1,864.27. This leaves approximately \$2,000.

A number of leagues have found it possible to increase their full time

credit union personnel. The Nebraska, and Washington leagues have hired full time managing directors, and Colorado and Virginia are looking for full time help. The Michigan league has added two field representatives to its staff.

THE EXECUTIVE COMMITTEE VOTED

1. To recommend to the National Directors the reopening of the Filene Memorial Fund to accept contributions from individuals, credit unions, or organizations of credit unions.

2. To go ahead with the federal legislative program. (Several members expressed the belief the federal amendments would increase the ability of credit unions to meet disinflation which seems to be on the horizon.)

3. To oppose H.R. 1775 which would provide Federal Deposit Insurance for credit unions.

4. To recommend dues of 8/10 of 1% of gross earnings with 8c top or \$8,500 whichever is the lesser, and a 6c minimum.

5. To offer two league plaques—one to the league organizing the most credit unions per thousand of population providing not less than ten credit unions were organized, and one to the league organizing the greatest number.

6. To refer the use of the POP fund to the Organization and Education Committee.

Cuna Mutual Insurance Society

Mr. Doig reported an increase of \$101 million of coverage in force during 1948.



The Cuna Mutual Insurance Society Board of Directors meeting as a Committee of the Whole in New York City during August, 1948.

The expense ratio to income was 13.4% in 1948, compared to 13.7% in 1947, and 14.1% in 1946.

Life Savings Insurance is now being written for federal chartered credit unions in New York.

THE CUNA MUTUAL BOARD VOTED:

1. A 20% dividend on earned premiums during 1948 on AA contracts in force December 31, 1948, and 10% on AA WD contracts. No dividend was declared on the A and AWD Loan Protection contracts, the life Savings contracts, the Minnesota Group and Standard Group contracts; and the usual dividend schedule was voted for the individual contracts.

2. To qualify James Hamilton and Paul Roberts as agents in Missouri.

3. To prepare an educational meeting on Cuna Mutual Insurance Society during the Credit Union National Association meeting in Houston.

4. To alter the Waiver of Premium to agreement to provide "This endorsement shall not cover, and waiver of premiums shall not be made, as to any disability which shall result wholly or in part from injuries intentionally inflicted by the insured."

Cuna Supply Cooperative

The Board of Directors of Cuna Supply Cooperative met in conjunction with the quarterly meeting of the Executive Committee.

Mr. Doig reported 47% increase of sales for the first 10 months of the current fiscal year. Sales figures were \$208,155 compared to \$141,899 for same period of the previous year.

Elmer Christoph, the president of Cuna Supply Cooperative, was elected to the Board of Directors of the Cooperative League of America.

Cuna Supply cooperative has been voted into membership of the Cooperative Union of Canada.

The use of Cuna Supply Cooperative posters and leaflets is growing. Three runs of 100,000 each were printed

of Ed 48 the "Welcome" leaflet, and two runs of 100,000 of Ed 49 on "How to Finance Your Automobile." Five new leaflets are available—Ed 52 "First Get the Rabbit," Ed 53 "Say By The Way," Ed 54 "A Cordial Welcome To You," Ed 55, "Double Duty (Family Fortune Prospectus)," and Ed "We Like the Idea of Credit Unions of Our Employees."

Five Poster-A-Month issues are out—Ed 628 "The First Step," Ed 636 "Its Good Business," Ed 640 "Merry Christmas," Ed 641 "Credit Union Annual Meeting," and Ed 642 "We Need You." As of December 31, 1948, 483 credit unions were regular subscribers to 1,725 posters per month.

THE CUNA SUPPLY BOARD VOTED:

1. To appoint Paul Hallam to fill the unexpired term of John Suominen on the Board of Directors. Mr. Hallam is president of the Kansas City Power and Light Credit Union of Kansas City, Missouri.

2. To elect Rev. J. D. N. MacDonald of Nova Scotia to fill the unexpired term of John Suominen on the Administrative Committee.

3. To accept into membership the Brunswick Credit Union Federation.

4. To recommend to the delegates that Cuna Supply Cooperative be housed in the Filene Memorial Building, and that management be instructed to dispose of the present premises thereafter to the best possible advantage, and that the pledge of \$50,000 for the Filene Memorial be paid as soon as funds become available.

5. To concur in the previous actions of the Administrative Committee in regard to salaries and wages, the affiliation with the Cooperative Union of Canada, and in the action to publish and distribute a new credit union book.

AN IMPORTANT PROBLEM

The problem of increasing the operating capital of Cuna Supply Co-

operative presented itself on the financial statement in notes payable.

The expansion of production and sales has required new presses, increased inventories, and larger accounts receivable.

Wisconsin Takes The Lead

6th Annual Membership Drive

NINE LEAGUES REPORT a net gain in membership of 11,623 at the end of the first month of the drive, compared to 8,672 last year. This is a gain of 34% over the first report a year ago.

The goal is 100,000 net gain in membership. Now is the time to be on the alert to put the drive over, and get reports in promptly.

Here are the reports received through March 15, 1949:

| | Members Reported | Quota | Percent of Quota |
|---------------|------------------|-------|------------------|
| Wisconsin | 4760 | 5400 | 88.1% |
| Texas | 2702 | 3600 | 75.0% |
| Indiana | 1500 | 2107 | 71.4% |
| Iowa | 608 | 1700 | 35.8% |
| Oklahoma | 287 | 870 | 33.0% |
| New Jersey | 600 | 2250 | 26.6% |
| North Dakota | 138 | 700 | 19.7% |
| Missouri | 618 | 4250 | 14.5% |
| Massachusetts | 410 | 3860 | 10.6% |

H.R. 3201 Introduced

Congressman Wright Patman of Texas has introduced in the House of Representatives a bill (H.R. 3201) to amend the Federal Credit Union Act. The bill provides (a) elimination of the 2 year maximum maturity, (b) investment in shares of central credit unions (c) holding annual meetings during the first three months of year, (d) \$500 unsecured loan limit, (e) transfer to reserve fund shall not exceed 20 percent of net earnings in any one year and when reserve fund reaches 10 percent of shares no further transfer is required except to maintain that ratio. As more news about the progress of this bill is available we will advise you.—Organization and Education News.



The Cuna Supply Cooperative Board of Directors meeting in Chicago.

Management Tells the Radio Public of

Credit Union Benefits

By D. H. Tilson

DURING the month of February of each year the directors and officers of credit unions in Southern Illinois gather in annual meeting to report progress and to chart plans for the year ahead. These people who serve on credit union boards of directors should be proud of the progress made during the past year. Since last year, eight new credit unions were organized in this vicinity, making a total of 64 credit unions with more than 17,000 members and assets of over two million, seven hundred fifty thousand dollars.

Purpose of Credit Unions

Credit unions can be described as cooperative savings and loan associations, organized within a specific group of people who have a common bond of interest or employment. They are service organizations and have three definite purposes. First: To teach and encourage the habit of thrift. This is accomplished by providing a safe and convenient medium that will attract members to save, and provide a fair return on these savings. Second: To help members become better able to handle their own finances. Third: To provide a source of credit to members at a low rate of interest.

My thoughts here tonight are offered with the hope that they may enlighten some who are not familiar with the principles and methods of the credit union movement.

The credit union idea began in Germany and reached Canada about 1900. The first credit union in the United States was organized in 1909. However very little progress was made until 1921, when Edward A. Filene, a Boston merchant and philanthropist, set up the Credit Union National Extension Bureau and endowed it with a million dollars of his personal fortune. Laws were passed and credit unions were organized and in 1934 the credit unions formed State Leagues and the Credit Union National Association at Madison, Wisconsin. At present there are 12,500 credit unions with a membership numbering over 6,000,000 and they created a tremendous pool of their own capital under their own democratic ownership and control.



D. H. Tilson

The credit union is a novel institution, in that it has earned the friendship and support of government, industry, business, labor, agriculture, church and professional groups. We should all take a close look at their characteristics in order to determine how they have reached this enviable position.

Operated By Members

These credit unions operate on a charter granted either by state or federal government. They are governed by a board of directors, elected by and from the membership. A credit committee is elected from the group to pass on all loan applications and a supervisory committee is elected to audit the books and affairs at least once each three months. Capital is derived from the membership who buy shares at regular intervals. Loans are made to members for most any reasonable purpose. It is the hope of credit unions that they can eventually take care of all the credit needs of their membership; such as financing purchase of automobiles, refrigerators, washing machines, as well as lending money to consolidate bills and to pay hospital, doctor, and other emergency bills.

As a service to the borrowing members, the Credit Union National Association organized the Cuna Mutual Insurance Society with the specific purpose of insuring loans of members against death or total disability. This means that if a member dies, who has a credit union loan, the loan will be repaid by the insurance company.

This insurance company also insures share accounts of members up to \$1,000. Under this plan the members savings are doubled in case of death. Most credit unions in this area insure their shares and loans in this manner and the cost is paid by the credit union.

No Wrong In Borrowing

Before I go further, allow me to say that in my opinion, there is nothing wrong with borrowing money, provided we are reasonably sure of paying it back. We should be careful, however, not to borrow too much or pay too much for the use of the money we borrow. We have all heard of persons desperately in need of money who get caught in the toils of illegal money lenders. Nothing can result from such transactions except worry and unhappiness. Then too, even large industries borrow from time to time to finance necessary expansion or to make improvements. The use of borrowed capital is a vital part of our free enterprise system.

The expenses of operating a credit union are low. All directors except the treasurer, serve without compensation. No expensive credit investigators are necessary when making loans, in as much as the person making the loan, is already known to the credit committee. Because cost of operation is low, interest rates on loans are also low and never exceed one per cent per month on the unpaid balance.

It should be mentioned that a very important part of the credit union system is the fact that members can borrow on their own personal character. At most loan companies this is impossible or would be possible only at a high rate of interest. The credit union attitude to borrowing members is sympathetic and helpful and it does not resort to hard, cold collection and foreclosure procedure. The member in desperate need of money is encouraged thereby to seek help from the credit union.

Even though credit unions have the reputation of being over lenient in making loans to members and follow a sympathetic attitude in making collections, losses have been exceedingly low. Losses on loans, to date in Illinois since credit unions were first organized in 1925 run less than 1/2 of one percent. This record indicates good management by the credit union directors and good supervision by both the state and federal agencies that supervise credit unions. The credit union law requires that these credit unions set aside twenty per cent of their net earnings each year as a reserve for bad loans, so that when

D. H. Tilson, Works Manager, Aluminum Ore Company, East St. Louis, Illinois. Address broadcast February 25, 1949 from East St. Louis.

losses do occur, the credit union is not affected.

Wide Difference In Credit Costs

Because these credit unions make it possible to obtain credit at low rates of interest many people are able to obtain more of the desirable things in life and to meet their normal financial obligations without being involved with illegal lenders. The difference between the one percent charged by the credit union and the amount charged by the illegal lender is tremendous. If you borrow \$100 and pay it back in twelve monthly installments to a credit union, you will pay, at most \$6.50 in interest. Illegal lenders would charge as much as \$65. Personal loan companies or industrial banks, would charge anywhere from \$13 to \$20.

While these credit unions, individually, are not large financial enterprises, collectively they represent a large amount of capital. At the present time, in the United States, there are about 400 million dollars outstanding in loans from credit unions. This is only a small part of the total credit extended to the American people, nevertheless it is a lot of money and a good influence on consumer credit generally as it tends to force down the rate of interest charged by others. It also indicates that credit unions are well established institutions.

Exist In Varied Groups

In this community there are credit unions operating in the meat packing houses, Monsanto Chemical Company plant, at most of the railroads, as well as at our own Aluminum Ore Company plant and many others.

In church groups, as an example, we have credit unions serving St. Phillips Parish in East St. Louis, St. Mary's in Belleville and the Lansdowne Baptist Church.

In labor groups we have credit unions serving the electrical workers, bus drivers and filling station operators.

They are welcomed by leaders of the community, of industry, labor and the church.

Aids Better Citizenship

People who save money and are able to meet their obligations become good citizens and help to make the community a good place in which to live. They are the people who become the home owners and the tax payers and the back bone of our city. Being able to purchase more of the material things of life, they live better and are happier.

Credit unions operating within an industrial concern are considered as part of their employee relations pro-

gram. The credit union serves all types of employees:—hourly paid workers, clerks, stenographers, and supervisors; and each group should be represented on the board of directors. Management should take no active part in the administration of the credit union but its success depends upon a sensible harmony between the credit union directors and the employer.

By cooperating in matters that come up from day to day and giving encouragement now and then and becoming members themselves, management officials can help the credit union become well established. Most companies provide for the credit union suitable office space, light, heat and phone service. Outspoken support of management and good will is then all the credit union needs to be successful. The people who serve as credit union directors have proven to both industry and to the supervising agencies that they are very capable of operating their own affairs in a business like manner.

Industry, in supporting credit unions as a part of its personnel program, finds that the resulting increased employee morale means increased production and less accidents.

It's Profitable to Organize

There is another benefit; because the type of merchant that exploits the public by selling inferior articles at high prices on easy credit, which often results in wage assignments, is discouraged from doing business in the area. This in itself is reason enough to encourage any industry in the area who does not have a credit union to urge their employees to organize one at once. There is no doubt that an employee, free of financial worry, is a happy and more efficient worker.

To the management of companies, whose employees do not have credit union facilities, I suggest sincerely to you that you arrange to have the credit union plan submitted to them for their consideration. The credit union has a stabilizing influence on the employee group. It teaches thrift,

better use of credit and democracy. It tends to make better employees.

Recent Growth Rapid

Although credit unions have been in existence for 40 years in this country, at least half have been organized within the past 10 years. The credit union movement is growing and it is logical to expect that the next 10 years will see growth much greater than the past 10 years. The state leagues of credit unions and the Credit Union National Association have done a splendid job in building this fine movement. They should also be commended for the leadership they give the movement because they have guided the individual credit unions along a democratic course. They have kept credit unions as humane service institutions. Without their leadership, credit unions would have surely become just another type of bank peculiarly fitted for factory and office workers.

The credit union movement today has a wonderful opportunity for development and advancement. It can be a tremendous service to our people of America.

I wish them best of luck for continued growth and success.

An Explanation Will Help

NEAL O'HARA tells about a dry-goods proprietor whose store burned to the ground the very day that he signed a new fire-insurance policy. The company suspected fraud, but had no proof. The only thing the manager could do was to write the policy holder the following note: "Sir, You took out an insurance policy from us at 10:00 a.m. and your fire did not break until 3:30 p.m. Will you kindly explain the delay?"

New Citizens Welcomed

THIS CREDIT UNION composed of Ukrainians and their descendants, in the greater Winnipeg area accepted as members 11 displaced persons from Europe in 1947. In the following year 145 new citizens have been accepted into membership. These new Canadians have borrowed \$5,800 from the credit union to bring more and more members of their families to Canada from troubled lands.

The newcomers are loud in their praise of the credit union services. They say, of their own volition that the credit union is the only organization in Canada that gives them assistance financial and otherwise, and in the majority of instances their experience has been that other individuals and groups are interesting only in taking from them.



If our civilization dries up or is destroyed, it will be because the sources of moral conduct have dried up, at the precise moment when moral problems are most pressing.

THOMAS S. GATES

Curtain Raised

On Credit Unions In Alaska

IN response to credit union inquiries from Alaska, Claude R. Orchard, director of the Bureau of Federal Credit Unions, asked Lance S. Barden, regional supervisor of the bureau in San Francisco, to go to Alaska in November, 1948. Eight now operate in what may be the forty-ninth state.

Mr. Barden found the scenic beauty from Seattle north to Juneau varied from the lush green of the islands forming the Inland Passage to the towering snow covered Rocky Mountains forming the Canadian coastline. In just six and a half hours by air travel the city of Juneau was seen nestled against a range of mountains bordering the Casteneau Inlet. It is a strange capital, with narrow streets, spread along a narrow strip of ground bounded by water and mountains, with the Federal-Territorial Building up a steep hill and the Governor's mansion perched precariously on a hill behind. Strange to us of the South, there is little snow in November and the lawns of the homes are green and the surrounding country shows the effects of the 90 inches of annual precipitation. Here, two interested groups were contacted and current reports show that the Juneau Territorial Employees and the Juneau Federal Employees have caught the credit union spirit.

Just two and a half hours by air north of Juneau is the metropolis of Alaska, the city of Anchorage. This new town, frontier in character, is the headquarters for the Civil Aeronautics Administration and the Alaskan Railroad. Behind it is Fort Richardson which is as busy as LaGuardia Field. Unlike Juneau, the weather can be cold and sub-zero temperatures are common, while snow is found on the streets throughout the winter. Cook Inlet, on which Anchorage lies, is closed to navigation in the winter months. Mt. McKinley, with 20,300 feet elevation, and Mt. Foraker, with 17,000 feet, towering to the north behind the city, are covered with snow during the entire year.

Anchorage is now the home of five new credit unions which serve city employees, federal groups, and members of a most successful cooperative store. Being the headquarters of the major Alaskan airlines, the major rail center, and adjacent to the major port of Alaska—this locality offers opportunity for much further development for credit unions.

The famed Matanuska Valley, of which Palmer is the trading center, is the third location of credit unions in Alaska. Here, in 1935 venturesome farmers from the United States set up homesteads and founded a prosperous and thriving community. Grain fields,



Lance S. Barden

cattle, homes, and barns spot a valley that formerly knew only wild grass, moose, and caribou. A cooperative trading post, garage, hotel, dairy, and ice cream factory are among the enterprises. A catholic and protestant church serve the 267 producing farmers, their families and other residents.

The Honorable E. L. Bartlett, delegate to congress from Alaska, and many other territorial representatives of government—gave endorsement and support to the formation of credit unions. In less than a month these new credit unions had approximately \$3500 in assets.

Discovered in 1741

European rumors of a great land, probably America, lying to the east of Kamchatka led to the discovery of Alaska in 1741 by a Danish sea cap-



W-833 Typical Alaskan Coastline



PP-39 Civic Center, Palmer, Alaska



tain, Vitus Bering, who was employed by Russia. His report of great wealth in furs prompted further voyages, and in 1784 a Russian settlement was established on Kodiak Island. By forceful conscription of Aleuts, and other native tribes, to serve as hunters and laborers, a relatively few Russians established a line of trading posts from Alaska to California.

Continued exploitation caused diminishing fur resources and although great profits were made the exhaustion was inevitable. As there was little interest in other fields, by 1867 Russia was glad to cede her claims to property in North America for what we now know to have been a nominal sum.

Little transpired in our new possession until the period of gold rushes began in 1897, when unprecedented lawlessness forced establishment of Army barracks in ten widely scattered localities. Later, Juneau became the capital city of the first territorial legislature which convened in 1913.

The more outstanding progress of Alaska began since 1940. The Armed Forces and the Civil Aeronautics Administration have led several other federal agencies in a program of improvements; this has resulted in an increase in population to approximately 100,000 individuals. Half of these are directly supported by federal or territorial employment, one-fourth by the fishing industry and the remainder by merchandising services and other productive industries.

This vast land of Alaska, with an area equal to about one-fourth that of the United States, was purchased for only \$7,200,000—an amount that is two and three quarter million less than the dividends paid by credit unions to their members in 1947.

In 1936 Lance S. Barden organized the first credit union in Hawaii on an assignment of the Federal Credit Union Section. At present there are 105 credit unions in Hawaii with assets over \$13 million and 37,000 members.

A Special Kind of Goodness

Surgeon's Son: My father's a doctor. I can be sick for nothing.

Chaplain's Son: That's nothing. My father's a minister. I can be good for nothing.

COVER PICTURE

The picture shows the Cuna Canadian office at Hamilton, Ontario. The staff members in the picture are: Ferreol Walker, Betty Harris, Gordon Smith (Manager), and Lois Whalley.

Credit Unions Can Mitigate Some Evils of Depression

By FRED W. OLSEN

I SUPPOSE everyone has noticed that in the past year or so there has been a considerable tightening up of credit on the part of the fishing companies and the private stores along the coast. It's not so long ago that apparently unlimited credit for boats, engines, gear, gas and grub was lavished on anyone possessed with a notion to go fishing. It's not so easy now by a long shot.

It is one of those peculiar paradoxes that credit is hardest to get when it is most needed, i.e., in hard times, it just isn't to be had. Now, if we show any sense we'll immediately take a tip from our former purveyors of credit—evidently they haven't much faith in the future prosperity of the fishing industry, if the cutting down of credit is any sign.

Great nations, powerful corporations and other breath-taking institutions are frequently forced to stoop to "lendlease," "subsidies" and other forms of borrowing in order to stay in business, so it should not be a matter of great concern or wonder that the lowly fisherman at times finds himself in a position where he requires the loan of a few bucks to tide him over a bad season, or to enable him to expand and achieve greatness. Which brings us to the subject of credit unions.

In theory, it is possible to organize all the fishermen in B.C., in credit

unions and prevail on them to invest every dollar they can scrape up in their own bank. This would result in the raising of a sum big enough to take care of the various cooperative enterprises and the individual loans to the fishermen—literally resulting in the rank and file of the industry taking itself by the seat of the pants and hoisting itself out of the slough of depression.

From experience we know this is not likely to happen, but even within the framework of the limitations imposed upon us there is room for tremendous expansion over and above the present membership. A lot of fishermen stand outside the credit union movement simply because of a lack of accurate information on the subject.

In my estimation, some of the chief factors responsible for the holding back of the movement are as follows:

1. Lack of adequate publicity and organizing effort. A lot of fishermen have never been approached on the subject and have only the vaguest idea what it is all about.

2. A considerable number of people have the notion that it is a fly-by-night proposition and a risky place to invest their forty-years' savings.

3. Another element is repelled by the notion that it is a subversive movement; a menace to our banking system and to our democratic institutions. They think they can smell "something Red" in it.

I am sure that a widespread drive to get each member to pledge a certain percentage of his catch, whatever he can afford, would result in a notably greater increase in savings.

This system is being practiced in some localities and, I am given to understand, has been very successful. In one locality this has recently been proposed as a measure to revive a fading branch of the credit union and already a dozen hither-to indifferent members have eagerly accepted the proposition.

When private capital tightens up on credit it means only one thing—that gloomy days are ahead. Credit unions cannot save us from a depression, but if we all put on a big spurt now, they can go a mighty long way toward mitigating the worst evils of depressed conditions. You are all hereby invited to join your nearest credit union.—

THE FISHERMAN.



Squawk Right Out

I hate to be a kicker. I always long for peace. But the wheel that does the squeaking is the one that gets the grease. It's nice to be a peaceful soul, and not too hard to please, but the dog that's always scratching is the one that has the fleas.

The art of soft soap spreading is the thing that palls and stales, but the guy who wields the hammer is the one who drives the nails.

Let us not put notions that are harmful in your head, but the baby that keeps yelling is the baby that gets fed.



What About It?

By C. F. Eikel, Jr.

Answers to your credit union questions by Cuna assistant managing director

Credits to Guaranty Fund

QUESTION: (FROM OHIO)

A year ago we charged to our guaranty fund a loan which had been delinquent for a period of 18 months and which we considered uncollectable. The maker now feels he is financially able to resume payments. Should the amount so repaid be put back into the guaranty fund or just what disposition should be made of it?

ANSWER:

If a loan is charged to the guaranty fund as uncollectable, then later the maker finds it possible to resume payments, the amount so repaid—excluding interest—should be credited to the guaranty fund.

Special Interest Rates

QUESTION: (FROM ARKANSAS)

We have some idle funds right now which could, I believe, be loaned to several persons in executive positions if the interest rate in the credit union was lower than one percent per month on the unpaid balance. We know these individuals can borrow from the bank at four percent per annum. Should we not cut our interest rate to meet the bank rate for these few individuals, thereby putting our surplus money to work and earning interest for the credit union?

ANSWER:

No. In my opinion that would be discrimination, and in the credit union there is no room for discrimination. If certain persons in executive positions are fortunate enough to be able to borrow from the bank at a four percent per annum interest rate, we suggest you encourage them to do so. The credit union is a cooperative. Each member should be treated alike. It is far better to sacrifice a little interest than to sacrifice principle.

Meaning of Immediate Family

QUESTION: (FROM MISSOURI)

The by-laws of our credit union provide that members of the immediate family are eligible and may join the credit union. One of our members has requested that we accept into membership his brother who is living in another town 75 miles away. We



You are invited to submit your questions on any credit union problems to this department. You are also welcome to contribute your own ideas on the answers printed here. What's on your mind?

refused to accept this person into membership on the grounds that he was not a member of the immediate family. Our member is married and has two children. We consider his wife and two children only as members of his immediate family. Are we right or are we wrong?

ANSWER:

It is our opinion that members of the immediate family include husband, wife, child, grandchild, parent, grandparent, brother or sister. However, to be considered a member of the immediate family such persons must live under the same roof with the family. In our opinion your board acted properly by not accepting into membership the brother of one of your members, since he is not living under the same roof as a part of this member's family.

Payday Loans

QUESTION: (FROM KENTUCKY)

We have a weekly payroll at our plant. In between paydays we have as many as 200 requests for small loans ranging from \$2 to \$25 to be repaid the following payday. Payday at our plant is on a Friday. We feel that it is necessary to provide this type of service to our members, but frankly, it costs us more to make these loans than we receive in interest. Our board of directors has been discussing the idea of charging a flat fee of 25 cents for each loan up to \$25. From what I have read and from the contacts I have had with representatives of the Credit Union National Association I feel quite sure you will not approve of this ac-

tion. But, honestly, don't you believe we are justified in charging a small fee of 25 cents for the trouble we are put to in granting such loans?

ANSWER:

Aside from the reasons for our disapproving "flat fees" being charged for loans, let me call attention to the fact that your credit union is operating under a Federal charter and is prohibited from charging flat fees. Even if this were not so, however, we would still oppose the system of flat fee charges for loans. The reason is quite obvious. The credit union is the one organization created to destroy usury—not to encourage or cultivate it. The system of flat fees can, and usually does, result in usurious charges being made for loans. For example, if I should borrow the sum of \$2 on Monday and pay back \$2.25 on Friday, I have paid almost 700 percent for the use of the \$2. And we should caution our members about loan sharks? Sure, it isn't profitable to make small loans for such short periods of time. The interest on a \$2 loan for one week at one percent per month is less than one penny, but remember, we are not in business to make profit. Of course, we are not going to make loans without receiving a fair and just interest rate. So it means that your credit union has a problem. Well, other credit unions have had the same problem you are experiencing at the present time. Many have overcome it, not by taking the easy way out, but by hard work on the part of all interested officials of the credit union to determine the reason why so many members found it necessary to borrow from one payday to the next. Usually you will find the pay check of the member doesn't spread far enough to cover all of his outside obligations. If the credit union would work with the member to clear up all of his bills with one large loan through the credit union, much of the payday loan business would no longer be necessary. At least it would be minimized to such an extent that it would no longer be a major problem. I would suggest that a committee of your board of directors go to work on these 200 payday loan members to see if they can't help

them with their financial problems so they become savers rather than borrowers.

Absence of Credit Committee

QUESTION: (FROM COLORADO)

Last month while two members of our credit committee were out of town we received an application for an emergency loan. Because of the urgency of the case we made the loan on approval of the one remaining member of the credit committee. I know we broke all the rules in the book in doing this, and to avoid doing so in the future, can you tell us how we can legally handle the situation if it should happen again?

ANSWER:

According to Article 19, Section 4 of the Federal By-laws, the board of directors have the power to appoint other members of the credit union to take the place of those absent on the credit committee when necessary to obtain a quorum. If the case should arise again when two members of the credit committee are away, the board of directors should meet and appoint two other members of the credit union to act on the credit committee temporarily in order that loans may be processed in the proper and legal manner.

Waiving Interest

QUESTION: (FROM OHIO)

Our credit union has had several hardship cases in which the borrowers left the company and because of illness were unable to resume payments until recently. In one case it has been 18 months since the last payment was made on the loan and in another case it has been a little over a year. Although the loans are small—\$300 and \$100 respectively—the accumulated interest is such that at the present rate of ability to pay it would take more than a year before the interest would be completely paid and payments could begin to apply on the principal of the loan. Our board of directors feel it would help the borrowers considerably by forgiving the interest for the period during which they were unable to make payments. Is it permissible for the board of directors to forgive interest in such cases? Also, would it be any different if the members were still employed by our company?

ANSWER:

I personally feel that your board of directors should be commended for their attitude toward the two unfortunate individuals who, through no fault of their own, found it impossible to meet their obligation for a considerable length of time. Since these two

members have proven they are honest and sincere in wanting to meet their obligations, in an effort to assist them to do so it is permissible for the board of directors to forgive the accumulated interest for the period of time during which they were unable to meet the obligation. Under Article 12, Section 8 of the Federal By-laws, "The board of directors may take such steps toward making collection of delinquent loans, interest, or fines as may, in its judgment, be advisable." Your board of directors, because of circumstances, does not believe it would be advisable to charge these two members with the accumulated interest. They have this legal right and it would not make any difference if the members were still employed by your company.

Joint Accounts

QUESTION: (FROM LOUISIANA)

I am a member of a state chartered credit union in Louisiana and also a member of a federal chartered credit union. In both credit unions my ac-



INTERVIEWING PA

My pa, he didn't go to town
Last evening after tea,
But got a book and settled down
As comfy as could be.
I'll tell you I was offul glad
To have my pa about
To answer all the things I had
Been tryin' to find out.

And so I asked him why the world
Is round, instead of square,
And why the piggies' tails are
curled,

And why don't fish breathe air?
And why the moon don't hit a star,
And why the dark is black,
And just how many birds there are;
And will the wind come back?

And why does water stay in wells,
And why do June bugs hum,
And what's the roar I hear in shells,
And when will Christmas come?
And why the grass is always green,
Instead of sometimes blue,
And why a bean will grow a bean,
And not an apple, too?

And why a horse can't learn to moo,
And why a cow can't neigh?
And do the fairies live on dew,
And what makes hair grow gray—
And then my pa got up and, my!
What offul words he said.
I hadn't done a thing but he
Just sent me off to bed.

count is held jointly with my wife. If I should suddenly pass away, would my wife be able to withdraw the amount in the share accounts of these two credit unions immediately or would it be necessary for her to wait until the estate has been settled?

ANSWER:

If your share accounts in the credit unions referred to are held jointly with your wife, with "RIGHT OF SURVIVORSHIP," in the event of your sudden death it would be possible for your wife to withdraw the full amount of the share accounts almost immediately. The only delay would be clearance from the local inheritance tax counsel by the officials of your credit unions. As a rule, the estates of our credit union members are small in amount and usually no tax is payable. As a result, the matter of clearance with the local authorities should be accomplished very readily.

Obligation of Co-maker

QUESTION: (FROM ILLINOIS)

One of the loans on our books was made to a minor. It has been delinquent now for more than a year and the co-maker refuses to pay, claiming there is no responsibility on his part since this loan was made to a minor. Can we legally force the co-maker to pay?

ANSWER:

Yes. The co-maker can be held for payment of the balance due on the note, provided, of course, that he also is of legal age. Even though the original maker of the note was a minor, this would not interfere in any way with collection from the co-maker. A co-maker is a joint maker of the note and equally responsible with the person who receives the money.

Minor Not Liable

QUESTION: (FROM TEXAS)

Would it be proper for the credit committee to accept a minor as a co-maker for a loan?

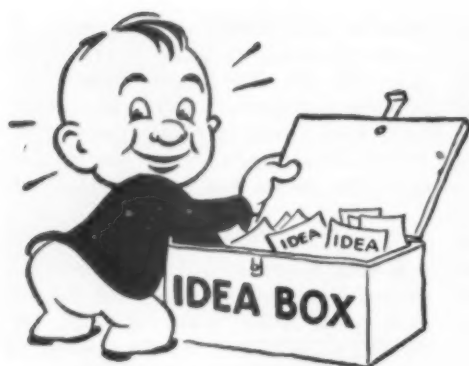
ANSWER:

No. It would not be proper for the credit committee to accept the signature of a minor as a co-maker for a loan.

Stunning and Cunning

A YOUNG GIRL, talking to her grandfather, asked, "Grandfather, how old does a girl have to be to get married?"

Grandfather: "She must be old enough, yet young enough, big enough, yet little enough, wise enough, yet dumb enough, weak enough, yet strong enough, to chase a man until he catches her."



Idea

Exchange

Here are new and tried publicity ideas. Ideas in the mind of the member is the first step to his participation in the credit union. "Credit union know-how" will lead him to more opportunity and happiness.

THE BRIDGE suggests:

1. that you mark and **USE** the ideas which attract you.
2. that you adapt them to conversation, pay inserts, circulars, blotters, posters, and house organs.
3. that illustrations be reproduced by tracing, photo-offset, or photo engraving.
4. that mats of Idea Exchange Features may be purchased for 30c each from **THE BRIDGE** for printing uses. (See below.)
5. that each release contain full directions as to where and when credit union service is available.

Please send copies of all your publicity material to **THE BRIDGE**. Your participation in the Idea Exchange is helpful to other credit unions and sincerely appreciated.

Mats Available

Mats, from which cuts for reproduction may be economically made, are available for Idea Exchange features when so indicated beneath the feature. These cost 30 cents each. Orders should be sent, and checks made payable to **THE BRIDGE**, Madison 1, Wisconsin.

—i.e.—

Membership Drive

George Matthews, newly appointed Educational Chairman of the Credit Union, states that 59 per cent of all home office employees are now taking advantage of our Credit Union.

That percentage is indeed a tribute to State Farm. However, there still remains a few who are borrowing money from small loan companies, financing their "worldly goods" through finance companies, or purchasing articles on the installment plan, when they could be purchased at less cost by paying cash.

There also remain a few who do not realize, that, upon your request the

Credit Union will "lay away" so much from your check each month and will pay you a dividend at the end of the year depending on the amount saved. —ALFI NEWS, Bloomington, Illinois.

—i.e.—

He Who Sows—

He who sows and cultivates his own vegetable and flower garden reaps a bevy of dividends, to-wit:

Healthful exercise
Wonderful calluses

A prize tan

Fresh flowers and vegetables

Substantial cash savings, especially if he fills his glass jars or deep freeze with harvested food.

If you need extra cash to ride for all it's worth, this recreational, profitable hobby—for tools, for fertilizer, for liniment!—don't forget the handy, friendly, low-cost, loan service offered by your credit union.—ELGIN CREDIT UNION NEWS.

—i.e.—

More Monthly Depositors

By the way, the number of depositors in January was a nice improvement over previous months, but we are still looking for almost 80 members to come forward and join the habitual savers. How about the other members of your family? They are never too young or too old to join us.—NEWS-ETTE, St. Martin's Parish Credit Union.

Good Opportunity to Wonder

We wonder if you are a member of the Police Credit Union. We wonder if you know the Police Credit Union has a total membership of 1,577, and if you know approximately 700 members are not enjoying the benefits of this credit union. We wonder if you know we paid a 3% dividend on the savings of our members for the year 1948. We wonder if you know each member's life is insured for the amount of his credit union savings (up to \$1,000) at absolutely no cost to the member (this, in addition to the 3% dividend). We wonder if you know during 1948 we loaned more than \$350,000 to our members, saving them interest charges in excess of \$35,000; this savings represents the difference between what they paid the credit union and what they would have paid a loan company. This savings alone afforded our members certain luxuries which they could not otherwise have enjoyed. We wonder if you know of the easy, confidential manner in which our members obtain their loans from the credit union! We wonder why YOU have waited so long to let your credit union serve you! Won't you please phone us, or better yet, come in? We particularly invite the wives of members to come in, having purposely planned our office procedures, our methods of individual attention to detail, our manners

April Poster

Happy Easter! Happy Spring Time! Happy credit union service with the help of this poster offered by Cuna Supply.

Single posters are 25c prepaid; additional posters in same mailing 12½c each — all less 20% to member credit unions in U. S. Subscriptions for 12 monthly posters 10 times above prices.

(Mats available see column 1)



and courtesy so that you will know you are dealing with friends, people who understand your every problem. Please come in, let us explain just how we can serve you, confidentially, of course.—*Cleveland Police Credit Union, CRED-I-FACTS.*

—i.e.—

Plant the Seed for Security

A farmer plants early in the year the crops he expects to grow in the summer and harvest in the fall. As we start the new year, we plant the seeds of what will grow and be harvested in the months which lie ahead. Whether this year will be good or bad depends primarily upon ourselves.

A few dollars planted in a SAVINGS ACCOUNT regularly each pay day will grow and flourish. It will become a crop of safety and security upon which we can depend and rely.

The growth of plants and crops depends on the weather. Money in a Credit Union savings account grows in rainy as well as fair weather. But it will never grow in any weather unless you plant the seed.

The seed of security is SAVINGS. Remember—if you plant weeds, you can't gather roses!—*Tropical Telco Credit Union, Miami, Florida, CREDIT UNION NEWS.*

—i.e.—

Saving The Easy Way

"Take 50c a week off my pay and put it into the credit union" said one working girl to her employer when her credit union was formed.

She didn't give any more thought to the matter, and soon grew used to seeing the 50c deduction off her pay envelope each week.

At the annual meeting two years later she asked for her book "Goodness" she commented, "did I save all that in two years?" "I didn't even to try to save."

"I'm going to cut out smoking and put that in the credit union as well, and every other penny I can spare."

She was as good as her word. That working girl has over \$1500 in her credit union now, painlessly saved, available when she wants it, with \$1000 insurance as well.—*THE BUGLE, Edmonton, Alberta.*

—i.e.—

Compare Money Bargains

You Don't Get "Better Money" Just Because You Pay More To Borrow It! When you pay more for a suit or a sofa or an automobile, in all likelihood you get a better suit or sofa or automobile. Money, however, isn't like clothing or other merchandise. The quality doesn't change, regardless of

what you pay to borrow it. It always is worth exactly what it says on the face of it. For this reason, smart borrowers will want to know exactly what a loan costs. They'll look for the best rate possible. Remember your credit union when you need a personal loan or a loan on your automobile. You'll get the money you need quickly, courteously and you may save as much as half the cost. Also the security required by your credit union is much less than the amount required by other credit institutions.—*CREDIT UNION NEWS, Tropical Telco Federal Credit Union, Miami, Florida.*

—i.e.—

Widows Believe

Borrowers of the Teachers Credit Union are protected against loss from death to age 70 and permanent and total disability to age 60, and cost of the insurance is included in the interest charged on loans. Wisdom of this policy was proved again recently when two claims were paid by the CUNA Mutual Insurance Society, one in the

amount of \$968.47 and another for \$150.50. There's an old saying that many a wife doesn't believe in insurance, but she can seldom find a widow to agree with her.—*CREDIT UNION COURIER, Tampa, Florida.*

—i.e.—

What You Save Today! May Save You Tomorrow!

None of us can foretell the future. That's why the sturdiest ship always carries life preservers. Money is the life preserver which enables us to ride out the storms of sickness, accident, unemployment, which occasionally come into the lives of all of us.

Save your money in a credit union savings account, and you will always have cash instantly available when you need it most. Your money is safe in your credit union and earns dividends.

Don't wait until clouds of adversity appear in the sky. Start saving now while the sun is still shining. Open a savings account now.—*CREDIT UNION NEWS, Tropical Telco Federal Credit Union, Miami, Florida.*

DON'T SACRIFICE YOUR FUTURE SECURITY!

Some day you will be —

LEAVING ACTIVE DUTY
The Company Regretfully Bids Farewell to Its Old Timers Who Are Leaving After Long and Faithful Service

If you need cash now, don't withdraw your annuity savings! Come in and — SEE US FIRST! We can help!

**ATLANTIC
EMPLOYEES'
FEDERAL
CREDIT UNION**

Past, Present and Future

We all know what has happened to us in the past, but how many of us have learned a lesson from it? Some of us have had slight accidents, others made mistakes that have cost dearly, and we all know lots who have said, "Oh my poor head, never again." Yet time rolls on and we still repeat the mistakes that we have made in the past.

The PRESENT is the time to make a determined effort to prevent a recurrence of those past mistakes. After all our future depends on the present if we are to improve the future we have to make a start NOW.

Summer, that glorious time of the year that seems so far away, is actually not far off and will be on us before we know where we are. Summertime brings holidays, gardening, picnics, bathing and a host of other things that all cost money. Now, the PRESENT, is the time to start thinking about it.

You will enjoy the FUTURE according to how you are preparing for it at PRESENT.

Deposit more regularly in the Credit Union, even if you can only deposit small amounts, you may be able to build up a large share account.—EYE OPENER, *Stelco Credit Union, Hamilton, Ontario.*

—i.e.—

An Archbishop's Viewpoint

Credit Unions were formed as a reaction against the greed of the rising finance capitalism of the last century. This finance capitalism looked upon man as so much muscle or physical power and treated "men like chattels to make money by," as Leo XIII put it in a stinging phrase. Man's worth, as man, counted for nothing in the banks and financial institutions of a money-mad world. Whether man was rascal or not made little difference so long as he could present collateral when he made a loan—collateral in

the form of land, real estate, bonds, stocks or some other material thing. If a worker had none of these material goods, though he was a man of good character, thrifty and industrious, all credit was denied him. Credit Unions, on the contrary, took his worth as a man as collateral; they still do, and their success is outstanding.

Finance capitalism gives other evidence that not man but matter counts in business affairs. The number of shares a stockholder owns determines the number of votes he has in a business enterprise; not so in a Credit Union. The members of a Credit Union are peers among themselves. No matter how many or how few shares a member holds, each has but one vote; all have equal standing among themselves; Credit Unions are making a reality of democracy.

—The Most Rev. Aloisius J. Muench, Bishop of Fargo, North Dakota, in the *NEWSETTE*, St. Martin's Parish Credit Union.

—i.e.—

Sure Fire Saving

A sure fire method of saving while borrowing has been suggested and after careful study we hope to put it in operation about March 1st. This method is known as Level Schedule Payment Plan.

Those members who have loans and any members who may apply for a loan in the future can benefit themselves by repaying their loan in such a way that they will be increasing their shares.

Your Credit Union will still maintain its weekly repayment schedule. The example below is for the purpose of clarifying only.

For a clear explanation of this new level schedule repayment plan, let us use a monthly plan with payments amounting to \$11 for example. Suppose you borrow \$100; your repayment schedule is \$10 per month plus interest. Your first payment will be \$10 plus \$1 interest or an \$11 total. Your second payment of \$10 will be on \$90 balance, your interest 90c and 10c will be credited to your shares, a 10c saving for you. Your third \$10 payment will be on \$80 loan balance, your interest 80c and 20c credited to your shares, and so on.

| | 1st Payment | 2nd Payment | 3rd Payment |
|----------|----------------|----------------|----------------|
| Payment | \$10.00 | \$10.00 | \$10.00 |
| Interest | 1.00 | .90 | .80 |
| Shares | | .10 | .20 |
| Total | \$11.00 | \$11.00 | \$11.00 |

You will be surprised and pleased to find how easy and simple this method is, and when you look at your pass-book after your loan is paid off, you



DID YOU KNOW

Among the benefits extended "regular" employees is membership in the Fred Meyer Federal Credit Union?

1. WHAT IS THE CREDIT UNION?

The Credit Union is an employees savings and loan bank, run by the employees, for the employees of our company.

2. HOW DO I BECOME A MEMBER?

You, as a regular employee, may become a member upon payment of 25¢ membership fee and by deposit of any amount you wish in your savings account. This, too, can be as low as 25¢.

3. WHAT ARE THE CREDIT UNION FACILITIES?

- to deposit
- to loan

4. HOW MUCH MAY I DEPOSIT?

You may deposit any amount you wish in any one week or month to a maximum total of not more than \$5,000.00.

5. WHO MAY BORROW?

A regular employee who is a member of the Credit Union.

6. FOR WHAT MAY I BORROW?

You may borrow for provident or productive purpose; Income Tax; Hospital, dental, or doctor bills; Education; Vacation; Fuel; Home Repairs; and there are many other loans that can be made. Our Treasurer, Pearl Pond, will give you confidential information on any of your problems.

7. WHAT DOES IT COST TO BORROW?

See chart below.

8. WHAT IS MY FIRST STEP TO BECOME A MEMBER?

There is nothing difficult to it. It's as easy as a phone call to Pearl Pond, our Treasurer who is at the Fred Meyer Office Building, 2nd floor. Dial extension 256 for Pearl; she is the girl who knows all the answers and is ready to discuss your problems with you, and give you good advice. Or, there is in every location a Credit Union "Key Man" whom you may contact for information.

| Amount of Loan | Monthly Payment on Principal | TOTAL AMOUNT YOU PAY EACH MONTH INCLUDING INTEREST CHARGES | | | | | | | | | | | | Total Interest Charge | Average Interest Charge Other Loan Co.'s | Amount Credit Union Saves |
|----------------|------------------------------|--|---------|---------|---------|---------|---------|---------|---------|---------|----------|----------|----------|-----------------------|--|---------------------------|
| | | 1st Mo. | 2nd Mo. | 3rd Mo. | 4th Mo. | 5th Mo. | 6th Mo. | 7th Mo. | 8th Mo. | 9th Mo. | 10th Mo. | 11th Mo. | 12th Mo. | | | |
| 50.00 | 8.35 | 8.85 | 8.77 | 8.68 | 8.60 | 8.50 | 8.32 | | | | | | | 1.74 | 3.22 | 3.38 |
| 100.00 | 10.00 | 11.00 | 10.90 | 10.80 | 10.70 | 10.60 | 10.50 | 10.40 | 10.30 | 10.20 | 10.10 | | | 5.50 | 16.50 | 11.00 |
| 200.00 | 16.65 | 18.85 | 18.48 | 18.32 | 18.15 | 17.98 | 17.82 | 17.65 | 17.48 | 17.32 | 17.15 | 16.90 | 17.02 | 13.01 | 39.03 | 26.02 |

The chart above gives graphically the cost of loans from your Credit Union. These arrangements are only samples, of course, and should not be considered the only possible schedule for repayment of similar loans. Keep this information, so that you can figure the savings you make from borrowing from the Credit Union when you find it necessary to make a loan.

If you have money, bank with us.
If you need money, bank on us.

can be proud of being a good Credit Union member.—*Spicer Employees Federal Credit Union.*

—i.e.—

Additional Savings Needed

During 1948 our share balances increased from \$85,000 to \$147,000, a gain of \$62,000 or 73%. This is a fine record of thrift for which our members are to be commended and of which we can all feel very proud. However our loans also increased greatly during the year, the amount outstanding at the end of the year being \$181,000. This was \$34,000 greater than the invested capital or shares. This \$34,000 represents money borrowed by the Credit Union. At this time of the year the share and loan balances should be approximately equal in order that our entire borrowing capacity may be available for meeting the summer loan demand, which is always the heaviest of the year. We therefore have need for and can put to immediate use additional savings of members.

Last August and September we were unable to take care of a considerable number of our loan applications, particularly the larger ones, because our invested capital was all loaned and we had borrowed to our legal maximum and loaned that also. This forced some of our members to go to other agencies and secure their loans at higher interest costs. This was a regrettable situation but it was unavoidable. It occurred because last year we were unable to equalize our share and loan balances during the spring months. We hope to avoid a repetition of last summer's difficulty by calling the attention of all members to the need for additional savings and investments at this time.

The ideal form of Credit Union Savings are regular savings, no matter how small, out of every pay check. Our real service to our members is the providing of a place where such savings can be made and the encouragement of such savings. We want and need a large group of members who will invest regularly \$5, \$10, \$15, \$20, \$25 or more per month. You can't afford it you say—but did you ever think of the fact that there are many, many people whose incomes are less than yours and they still live? Some of the differences might be saved by you for use in later years.

To encourage small daily savings we have some Calendar Banks which require a coin to be inserted daily to keep them up to date. They are fine for developing the habit of thrift in children. PUT-N-TAKE by the Compton District Schools, Federal Credit Union, Compton, California.

Salary Increases!

All employees were recently granted salary increases, which to many of us was a pleasant surprise, and for which we are all very grateful. This increase in pay will benefit us as individuals only to the extent of the use we make of the extra money. History has always repeated itself and there is no known good reason why it won't do it again. A depression has always occurred a few years after each war, and it is a general consensus of opinion that another depression will at some future time follow World War II.

At the present time, business is becoming more and more spotty, slack is showing up in many business lines; goods are piling up, unsold; unemployment is growing; raw-material prices have dropped sharply. Signs that the boom may be in trouble are accumulating. Enough of a change is occurring to cause some official concern.

This information is furnished you for what it is worth. We hope that you

will consider your future seriously enough to take the necessary steps in time to protect yourself and dependents, if any, before it is too late.

You can do this, in part, by saving all of your recent increase in pay and any additional amount that you feel you can afford.

Sign for a new payroll deduction in your CREDIT UNION now and be prepared as best you can for any adverse conditions that may occur to you in the future.—*Tropical Telco Fed. Credit Union, Miami, Florida, CREDIT UNION NEWS.*

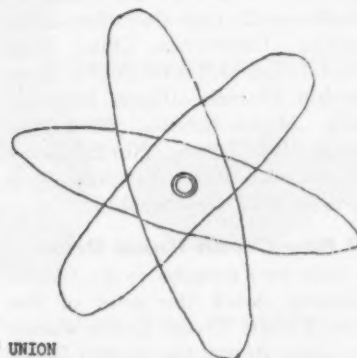
—i.e.—

You Are Invited

Our Board of Directors meets regularly each month on the second Wednesday night at 8:00 P.M. in the Credit Union office.

Please come and join us. We will be happy to have you and if you have any problems or questions, it will be a pleasure for us to help you.—*Tropical Telco Federal Credit Union, Miami, Florida, CREDIT UNION NEWS.*

POWER IN AN ATOM



PACIFIC COOPERATORS FEDERAL CREDIT UNION
February 1949

An atom is the smallest part of a substance that still maintains the characteristics of that substance. But within that atom is the pattern of the Universe and a form of energy that will someday serve man constructively.

Two and a half years ago an idea was introduced to the employees of Pacific Supply and a credit union was organized. This idea could be compared to the atom—the idea was the “smallest recognizable part of a great movement. Yet within this idea-atom was the pattern of cooperation—a pattern of service applicable universally. Wrapped up in the credit union atom is an energy that serves not only Pacific's employees but constructively serves millions of credit union members throughout the world.

Like the atom, we will be using credit union services more and more as time passes. At the present time PCFCU service inventory includes:

1. Systematic saving with interest through payroll deductions.
2. Convenient, low-interest, insured loans for provident and productive purposes.
3. Insurance—group life, individual life, and all loans insured without charge.

We can readily see from the above inventory that using the credit union not only helps ourselves but also helps the other fellow without risk to ourselves.



Fiscal Year for 1948-49 Records

872 New Credit Unions

By W. B. Tenney

Assistant Director of Organization

IN spite of February being a short month on days, it was long on new credit unions. The 78 total reported by 27 states and provinces was 17 greater than January and 25 more than February last year. Texas and Pennsylvania divided top honors for the month with 7 each. Florida, California and Indiana were next with 6 each. Total for the first two months of 1949 is 139, as compared with 88 last year and 97 in 1946. Leading leagues for the first two months are: Texas, with 13; California with 12; New York with 10; Indiana and New Jersey with 8 each. In the fiscal year ending February 28 there were 872 new credit unions reported. Further source for joy is in the net increase of almost 600 credit unions during the fiscal year. Membership in the one-or-more-each-month club dwindles rather quickly. California, Ohio, New York, and Texas still hold senior class membership. Florida, Illinois, Indiana, Louisiana, Massachusetts, Michigan, Minnesota, New Jersey, North Carolina, Tennessee, West Virginia, and Quebec hold 1949 membership.

1000 New Credit Union Drive

With only two months to go (April 30 is closing date) the total of the 1000 New Credit Union Drive shows 663. The same 10 months of 1947 Drive had 425 and the same period of the 1946 Drive showed 447. We are well ahead of the previous drives, but let's get really hot in the next few weeks and hit that 1000 mark.

Seventeen leagues have 100% or more of their quota as of February 28:

| League | Quota | Organized | Percent |
|--------------------------|-------|-----------|---------|
| British West Indies..... | 1 | 8 | 800 |
| Nevada..... | 1 | 3 | 300 |
| Canal Zone..... | 2 | 5 | 250 |
| Arizona..... | 2 | 4 | 200 |
| Mississippi..... | 4 | 7 | 175 |
| Arkansas..... | 4 | 6 | 150 |
| West Virginia..... | 10 | 13 | 130 |
| Texas..... | 40 | 49 | 122 |
| Michigan..... | 25 | 30 | 120 |
| Quebec..... | 5 | 6 | 120 |
| Louisiana..... | 12 | 14 | 116 |
| Georgia..... | 13 | 15 | 115 |
| New York..... | 40 | 44 | 110 |
| Florida..... | 16 | 17 | 106 |
| Utah..... | 6 | 6 | 100 |
| Idaho..... | 4 | 4 | 100 |
| Delaware..... | 1 | 1 | 100 |

The Southern District is still out in front and has increased its lead. Standings as of February 28 are:

| District | Quota | Organized | Percent |
|---------------|-------|-----------|---------|
| Southern..... | 185 | 159 | 86 |
| Western..... | 125 | 91 | 73 |

| | | | |
|-------------------|-----|-----|----|
| Central..... | 150 | 104 | 69 |
| Northeastern..... | 115 | 79 | 69 |
| Eastern..... | 165 | 110 | 67 |
| Canadian..... | 155 | 73 | 47 |
| Midwestern..... | 105 | 47 | 45 |

Quotas and standings of the various leagues as of February 28 are:

CANADIAN DISTRICT

Alberta (16) 7; British Columbia (20) 13; Manitoba (12) 0; New Brunswick (5) 0; Newfoundland (0) 0; Nova Scotia (30) 1; Ontario (40) 30; Prince Edward Island (5) 1; Quebec (5) 6; Saskatchewan (22) 15.

NORTHEASTERN DISTRICT

Connecticut (25) 8; Maine (5) 4; Massachusetts (20) 9; New Hampshire (3) 0; New York (40) 44; Rhode Island (10) 7; Vermont (12) 7.

EASTERN DISTRICT

Delaware (1) 1; District of Columbia (12) 6; Maryland (10) 9; New Jersey (23) 15; Ohio (45) 30; Pennsylvania (54) 29; Virginia (10) 7; West Virginia (10) 13.

CENTRAL DISTRICT

Illinois (75) 50; Indiana (20) 15; Michigan (25) 30; Wisconsin (30) 9.

MIDWESTERN DISTRICT

Iowa (20) 12; Kansas (14) 1; Minnesota (21) 10; Missouri (29) 18; Nebraska (11) 4; North Dakota (5) 0; South Dakota (5) 2.

SOUTHERN DISTRICT

Alabama (10) 4; Arkansas (4) 6; British South America (6) 0; British West Indies (1) 8; Canal Zone (2) 5; Florida (16) 17; Georgia (13) 15; Kentucky (13) 2; Louisiana (12) 14; Mississippi (4) 7; North Carolina (20) 7; Oklahoma (8) 3; Puerto Rico (18) 8; South Carolina (2) 1; Tennessee (16) 13; Texas (40) 49.

WESTERN DISTRICT

Alaska (0) 8; Arizona (2) 4; California (49) 44; Colorado (10) 4; Hawaii (12) 4; Idaho (4) 4; Montana (6) 1; Nevada (1) 3; New Mexico (5) 2; Oregon (10) 2; Philippine Islands (0) 0; Utah (6) 6; Washington (18) 9; Wyoming (2) 0.

Volunteer Organizer's Contest

The 1948 Volunteer Organizer's Contest period ended February 28 and while there were two less contestants entered than last year, the total credit

unions reported was 3 greater than last year. Final standings of the contestants must await verification by March 31, however, CUNA reports show the following:

W. M. Richards, Ohio.....13
M. F. Gregory, Ill.....7
W. A. Heinz, Mich.....5
Harry Davis, Texas.....4
Frank Keinz, N.Y.....3
S. D. Jackman, Texas.....2
Verner Porath, Pa.....1
Hugh Stout, Oregon.....1
Charles Crane, W. Va..None Reported
Ernest Ludwig, Jr., Ill..None Reported

A new contest started March 1 and will continue until February 28, 1950. Already three contestants have entered—Frank Keinz of New York, Ernest Shuba of Pennsylvania and M. F. Gregory of Illinois. We hope there will be many more entrants in the next few weeks. Now is the time to enter and to get an early start toward the \$100 prize. Let's have at least one entrant from each of the Districts—the more the merrier.

To enter, follow these simple rules:

1. Write T. W. Doig, Managing Director, Credit Union National Association, Madison 1, Wisconsin stating your intention to enter.
2. Soon after the organization of each new credit union advise Mr. Doig of that fact.
3. On or before March 31, 1950 send Mr. Doig a complete list of all the credit unions you have organized within the contest period.

Send for the free Volunteer Organizer's Kit of helpful material and get started right now. The \$100 prize will be awarded to the volunteer who organizes the greatest number of credit unions in the 12 month contest period. Duplicate prizes will be awarded in event of tie. Any volunteer organizer can enter and any contestant can win. Enter today.

National Director Honor Roll

The National Directors have achieved their pledge to organize 100 new credit unions well ahead of the April 30 deadline. The total as of February 28 was 115. However, only 43 of the nearly 120 Directors are on the Honor Roll. We hope the others will qualify in the remaining weeks. The standings according to reports re-

ceived through the end of February are:

NATIONAL DIRECTORS

| | |
|------------------------------|---|
| M. F. Gregory, Illinois..... | 7 |
| H. M. Cawley, Colo..... | 4 |
| M. H. Wideman, Md..... | 4 |
| S. H. Myers, Miss..... | 3 |
| C. J. Watson, Ont..... | 3 |
| G. W. Ramsell, B.C..... | 2 |
| P. D. Hallam, Mo..... | 2 |
| James Harvey, Mich..... | 2 |
| R. N. Elliott, Quebec..... | 2 |
| C. E. Michaels, Ala..... | 1 |
| J. L. Bammerlin, Ariz..... | 1 |
| L. B. Kilburn, Conn..... | 1 |
| J. H. Allen, Fla..... | 1 |
| H. E. McArthur, Ill..... | 1 |
| E. E. Barnbrook, Ind..... | 1 |
| Harold Moses, La..... | 1 |
| Wm. J. Cyr, Mass..... | 1 |
| David Arsenault, Mich..... | 1 |
| Dale Chidester, Mich..... | 1 |
| Gurden P. Farr, Mich..... | 1 |
| G. G. Gudmundson, N.J..... | 1 |
| E. A. Smith, N.J..... | 1 |
| John Eidam, Neb..... | 1 |
| Wm. Jack, N.Y..... | 1 |
| J. D. N. MacDonald, N.S..... | 1 |
| A. C. Savage, Ont..... | 1 |
| C. S. Case, Ore..... | 1 |
| J. A. Collerain, Texas..... | 1 |
| H. B. Yates, Texas..... | 1 |
| R. L. Hamilton, West Va..... | 1 |

PART-TIME MANAGING DIRECTORS AND FIELD FORCE

| | |
|-------------------------------|---|
| L. R. Nixon, Conn..... | 7 |
| Karl Little, Utah..... | 6 |
| Boris Blumenthal, Maine..... | 4 |
| P. H. Montgomery, Calif..... | 3 |
| W. O. Knight, Jr., S.D..... | 2 |
| George Keller, Idaho..... | 1 |
| Henry Stricker, Jr., N.J..... | 1 |
| W. C. Ohlfs, Wash..... | 1 |

FULL-TIME MANAGING DIRECTORS

| | |
|---------------------------|----|
| G. B. Reed, Texas..... | 17 |
| C. E. Oldham, Ind..... | 13 |
| J. W. Burns, B.C..... | 7 |
| Ralph Bendel, Okla..... | 2 |
| W. L. Vandenberg, Ky..... | 1 |

Field Representative Wanted

THE Credit Union National Association is now looking for a field man to be domiciled in the northeastern area which is comprised of Maine, New Hampshire, Vermont, Rhode Island, Massachusetts, Connecticut, and New York. If interested please communicate with the Managing Director, Credit Union National Association, Madison, Wisconsin.

Texas Volunteer Organizers

AT THE LEAGUE MEETING in Corpus Christi last year, President Yates called for Volunteer Organizers to spearhead a campaign to organize 50

new credit unions in Texas before this year's League meeting in May.

To date 40 of these credit unions have been organized with almost five months yet to go. One of the main reasons for this outstanding accomplishment has been the fine work done by credit union people all over the state.—*Texas Credit Union League BULLETIN.*

Advice From a Prophet

"Give unto them beauty for ashes, the oil of joy for mourning, the garment of praise for the spirit of heaviness."—*Isaiah.*

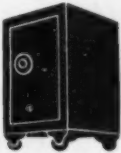
A Critical Financial Problem


THE HOUSING PROBLEM is one of the most critical problems which the nation faces today. The high cost of building a house has not only deprived most people of owning their own homes, but it has caused millions to live with other families. The housing shortage has been the direct cause of many of our major social problems—divorce, juvenile delinquency, crime, low birth rate, etc. The cost in terms of dollars, or in terms of human misery is inestimable.—*The Cooperative League.*

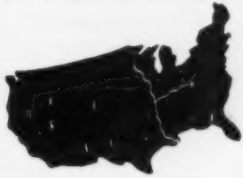
here

there

everywhere







Your credit union funds are protected—here, there, everywhere—under the broad, "on premises" insurance feature of Blanket Bond (Standard Form No. 23).

This particular coverage feature of the Blanket Bond will protect your organization's money or securities in your own office or in any other office (except a U. S. post office) where the funds may be in the usual course of business. This means in your home town or anywhere else in the United States. There is no need to accept burglary or robbery policies which limit the protection to your safe or to your immediate office.

Get in touch today with the CUNA Insurance Research division for more detailed information on how the "on premises" feature and many other features of Standard Form No. 23 will fit your credit union.

Lumbermens MUTUAL CASUALTY COMPANY

Operating in New York State as (American) Lumbermens Mutual Casualty Company of Illinois
James S. Kemper, chairman H. G. Kemper, president Chicago 40

Educational System Rebuked

DR. M. M. COADY, Director of the Extension Department, St. Francis Xavier University, Antigonish, N.S., addressed a gathering of leading churchmen, industrialists and adult educationists.

He outlined the methods by which a quarter of a million people in the Maritimes are mobilizing for progress in a programme which combines educational and economic advancement. He said "we need a national education movement for the real progress of democracy. We must mobilize the common people everywhere in this

country and give them practical aims. Adult learning is the guarantee of our democracy."

He characterized as "crass materialism" the educational system which took "a few cushy people" and gave them the advantage while the rest were left "on a low level." He said "that the workers and farmers have been left behind" and have come to believe that education is not necessary since they are not cut out for top jobs in business or the professions. "We find a great vacuum in the minds of the masses. Nature abhors a vacuum. What is true in science is true also in the social world. When there

is a vacuum in the minds of the masses, sooner or later the tornadoes of revolution will blow in there, as recent events in history testify."

He said society must look after those in humble callings with education and practical measures "if we are to prevent these storms. This is not only humanitarian but also good business."

It's Easy To Change The Looks

Prospective Buyer (inspecting new home being built): "This house doesn't look any too strong."

Contractor: "Well, you've got to consider we haven't got the wallpaper on yet."

Florida League Holds Fifteenth Annual Meeting

By Henry Claywell.

secretary of the Florida Credit Union League, and Treasurer of the Hillsborough County Teachers Credit Union, Tampa, Florida.

WHEN the Florida Credit Union League holds its 15th annual meeting in Jacksonville on April 16, founders of the movement in that State will have cause for rejoicing over accomplishments in the Sunshine State since the League was started by a little group of credit unionists in 1935.

Today, membership of 184 credit unions exceeds 40,000 persons with assets of approximately \$10,000,000, which is double the membership of 1940 and five times the amount of assets of that year. But what is really pleasing is the fact that the organized

movement has grown to the point that a full-time office assistant, is now on the job at League headquarters.

Founders' Club membership certificates and pins were presented by Managing Director Andrews to several of the League Directors as follows: President J. H. Allen, O. J. Seewald, and Roy E. Hill, of Jacksonville; T. E. Attwood, E. T. Lee, C. H. Griffith and C. W. Stevens, of Miami. Other directors already members of the Founders' Club are Harold Anderson, of Orlando; Ben L. Sumrall, Fred F. Terrell, and Henry Claywell of Tampa; E. M. McConnell, of Miami,

and Managing Director Andrews, who said he would like to see all Board members qualify for membership by organizing a credit union.

Twelve directors and Managing Director F. L. Andrews of the Florida Credit Union League are members of the Founders' Club, and three non-members hope to qualify for membership soon by organizing a new credit union. When the directors met at Tampa on February 19, it was the first perfect attendance of the Directors in several years. They made plans for the League's 15th annual meeting to be held in Jacksonville on June 11.



Seated, left to right: C. W. Stevens, Wendell Fargis, E. T. Lee, President J. H. Allen, Henry Claywell, C. H. Griffith, E. M. McConnell, T. E. Attwood, Ben L. Sumrall, C. J. Angel and O. J. Seewald. Standing, W. L. Edwards, Managing Director F. L. Andrews, Harold F. Anderson, Fred F. Terrell and Roy E. Hill.

Some reasons why the National Unit System is preferred by Credit Unions...

It speeds service—handles share payments, share withdrawals, or loans in a matter of seconds, and at any window.

It posts the member's record, ledger card, and journal in a single operation with machine-printed, original, identical figures—and forces the posting of dividend on member's record.

It eliminates all back-office and after-hours posting—and provides immediate cash balancing figures for cashiers at end of day.

It provides a complete treasurer's report at the end of the day—and materially reduces auditing time and expense.

There are many more reasons why this machine is a good investment. Ask your local National representative for a demonstration. Or, write to The National Cash Register Company, Dayton 9, Ohio.



National
ACCOUNTING MACHINES
CASH REGISTERS • ADDING MACHINES

THE NATIONAL CASH REGISTER COMPANY

April, 1949

Changes In Regulation "W"

BY THOMAS W. DOIG

The first change alters Section 7(g) of the Regulation. Section 7 has to do with exempt loans and subsection (g) specifically exempts real estate and home improvement loans made for the purpose of constructing or purchasing an entire residential building or other entire structure. The change broadens this exemption to cover any entire unit of a building designed for residential occupancy.

The second change relates to Part 1, Group B of the Supplement to the Regulation. Part 1 of the Supplement has to do with loans made for the purchase of listed articles and with down payments and loan values. Group B relates to loans for the purchase of listed articles other than automobiles. Under the amendment the purchaser need have only 15% of the purchase price as a down payment and may borrow 85% of the purchase price.

The third change relates to Part 2 of the Supplement which has to do with maturities. Under this amendment loans either to finance the purchase of a listed article or unclassified loans may be made for a period of 21 months.

The fourth change relates to Part 3 of the Supplement which has to do with refinancing a loan pursuant to accepting a Statement of Changed Conditions. Under this amendment the credit union having accepted the Statement of Changed Conditions from the borrower may refinance the loan for a period of 24 months.

Fangs of Catastrophe Clipped

HOW A CREDIT UNION in a Maritime fishing village saved the people from acute distress, and actually changed their standard of living, is related in the January 17 issue of *Time* magazine. The story in part reads as follows:

"Onto the ice of the Miramichi River trudged fishermen from the little Arcadian village of Neguac, N.B. As they do every winter, they chopped holes, set their box nets in the water below for a harvest of silvery smelt. One night last week the harvest was cut short. A gale whipped across the river, broke up the ice, carried it out into the Gulf of St. Lawrence. Along with the ice went \$30,000 worth of smelt nets.

"As they do in time of trouble the hard-hit smelt fishermen headed through the darkness to the home of their parish priest, husky, hearty Father Arthur Galien, 46. He had both hope and comfort to offer. 'Cheer up,' he reminded them, 'we still have our credit union.'

"In their co-operative credit union

they had saved \$60,000, more than enough to replace their lost gear. For that financial lifeline they could thank Father Galien. When he arrived in Neguac, ten years before, he had found a village of unpainted homes and debt-ridden fishermen. He held public meetings, went from door to door, patrolled the fish wharves to urge his flock to get together and help themselves. Father Galien helped them organize a credit union, a co-operative marketing agency for their fish, a co-op store. With the co-ops and the war-boomed price of fish, Neguac prospered. Its fishermen painted their homes in gay colors, built four new schools, a fine new stone church . . ."

Time has linked up the achievements of the Neguac fishermen with the spectacular work in adult education and co-operation carried on for twenty years by the Extension Department of St. Francis Xavier University, Antigonish, N.S. Fine tribute is paid to Father Jimmy Tompkins, zealous and militant pioneer of the "Antigonish movement," and the success of Neguac is attributed to his vision.—(C.U.C.)—MANITOBA CO-OPERATOR, Winnipeg.

How Old Are You Inside?

NEVER MIND how many wrinkles Father Time has painted on your face, never mind how many gray hairs he has put in your head. The important thing isn't how old you are on the outside, but how old you are on the inside. A man's real age is determined by the youthfulness of his spirit.

At 85 Dan Beard, one of the founders of the Boy Scouts is still active in the work. Benjamin Franklin helped write the American Constitution at 80. A man over 80 years old recently rode a bicycle from California to Detroit. Justice Holmes wrote important Supreme Court decisions after he was 90. Tintoretto painted his famous "Paradise," a canvas 74 by 30 feet, when he was 74. Goethe completed "Faust" at 80. And we've just read about a man who was arrested for speeding at the age of 83.

As long as we are alert and vital in spirit we are not old. As long as we are joyously looking forward and enthusiastically starting new things we are still young.

Stay young on the inside and forget your birthdays!—BITS O' PHILOSOPHY.

The Power of Publicity

The force of the printed word was feared by P. T. Barnum, the noted circus man, who said: "If you have \$10 to put to good use, put one for the

article and the other nine for advertising. I can out-talk any man on earth but a printer. The man who can stick type and the next morning talk to a thousand people while I am talking to one is the man I am afraid of—I want him for a friend."—NEW ENGLAND PRINTER.

Coming Events

April 8-9, 1949—Indiana Credit Union League annual meeting, Lincoln Hotel, Indianapolis.

April 9, 1949—South Dakota Credit Union League annual meeting, City Hall, Sioux Falls, South Dakota.

April 15, 16, 1949—Colorado Credit Union League annual meeting, Cosmopolitan Hotel, Denver Colorado.

April 9, 1949—Louisiana Credit Union League annual meeting, New Orleans.

April 16, 1949—Georgia Credit Union League annual meeting, Albany, Georgia.

April 22, 23, 1949—Massachusetts CUNA Association annual meeting, Parker House, Boston Massachusetts.

April 22, 23, 1949—Minnesota League of Credit Union's annual meeting, Lowry Hotel, St. Paul.

April 22, 23, 24, 1949—Iowa Credit Union League annual meeting.

April 22, 23, 24, 1949—Ohio Credit Union League annual meeting, Hotel Gibson, Cincinnati, Ohio.

April 23, 1949—West Virginia Credit Union League annual meeting, Stonewall Jackson Hotel, Clarksburg, West Virginia.

April 23, 1949—North Carolina Credit Union League annual meeting, Skeraton Hotel, High Point.

April 23, 1949—Tennessee Credit Union League annual meeting, Chattanooga.

April 23, 1949—Illinois Credit Union League annual meeting, Hotel Sherman, Chicago.

April 29, 30, May 1, 1949—Michigan League annual meeting, Statler Hotel, Detroit.

April 29, 30, 1949—Pennsylvania Credit Union annual meeting, William Penn Hotel, Pittsburgh, Pa.

May 21, 1949—Virginia Credit Union League, Hotel Chamberlain, Old Point Comfort, Va.

June 10-11, 1949—Credit Union League of Alberta annual meeting, Calgary, Alberta.

June 11, 1949—Florida Credit Union League annual meeting, Mayflower Hotel, Jacksonville, Florida.

June 27, 28, 1949—Saskatchewan Credit Union League annual meeting, Regina.

September 10, 1949—Wisconsin Credit Union League annual meeting, Hotel Loraine, Madison, Wisconsin.



LITTLE JACK HORNER



THE PUMPKIN EATER



The Tortoise and The Hare



Old Mother Hubbard



Mistress Mary, quite contrary



GEORGY PORGY

Mother Goose Boosts Credit Union

Here are the first six, in a series of twelve, credit union "boosts" by Mother Goose. Colorful. Easy to look at. Easy to read. Low-cost. They cost so little you can well afford to broadcast a new one each month.

Each leaflet is 2¾ by 5½ inches. Various colors on contrasting papers. 35c per 100 less 20% to member credit unions in U.S.

The form numbers of leaflets shown on left, with the jingles which appear on the inside pages, follow:

Form C-1-49

Little Jack Horner
Sat in a corner
Eating his Christmas pie;
He saved through the year
To provide Christmas Cheer,
Even as you and I.

**SAVE NOW FOR NEXT CHRISTMAS
SEE YOUR CREDIT UNION
TREASURER TODAY**

Form C-2-49

Peter, Peter, pumpkin-eater
Had a wife and couldn't keep her;
He keeps her very well just now;
The credit union showed him how.
SEE YOUR CREDIT UNION TREASURER

Form C-3-49

The tortoise can't race
With the hare's easy grace,
But the two had a contest they say:
While the hare sat a nodding
The tortoise kept plodding
And carried the honors away.
Constant Savings Bring Results
SEE YOUR CREDIT UNION TREASURER

Form C-4-49

Old Mother Hubbard
Went to her cupboard
To get her poor dog a bone,
But she's not saved a penny
With which to buy any
And so her poor dog got none.
SAVE THE CREDIT UNION WAY

Form C-5-49

Mistress Mary, quite contrary,
How does your garden grow?
With planted seed, I meet the need
Of problems all in a row.
**SEE YOUR CREDIT UNION FOR
FINANCIAL PLANNING**

Form C-6-49

Georgy Porgy, pudding and pie,
Kissed the girls and made them cry;
When he bought things for his honey
He used credit union money.
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Founders Club

New Members

Since our last report the following new members have been admitted to the Founders' Club:

Mr. William H. Turppa, Great Lakes Credit Union, Great Lakes, Illinois

Mr. A. Womack, Shreveport Railway Employees Federal Credit Union, Shreveport, Louisiana

Mr. E. P. Daniels, Topeka Postal Credit Union, Topeka, Kansas

Mr. M. E. Gatlin, Palm Beach County Postal Credit Union, West Palm Beach, Florida

Mr. Roscoe Lodwig, Labor Department Credit Union, Lincoln, Nebraska

Mrs. P. Dalgleish, Keen Credit Union, Ltd., Hamilton, Ontario

Mr. Walter J. Hall, Postal Credit Union, Meridian, Mississippi

Mr. L. Wayne LaBorde, Coca Cola Bottling Company Federal Credit Union, Los Angeles, California

Mr. Herman Himmelstein, Middle Village Credit Union, Middle Village, New York

Mr. Jack Goss, Ozalid Federal Credit Union, Johnson City, New York

Mr. Alfred Kempf, Euclid Machinists Credit Union, Cleveland, Ohio

Mr. James Casey, Wireco Credit Union, Cleveland, Ohio

Mr. William Patterson, Youngstown Municipal Railway Employees Credit Union, Youngstown, Ohio.

A Visit To a League Meeting

(Report to the members of Lomto Credit Union which serves taxi drivers in New York City)

MEMBERS OF YOUR Board of Directors attended the meeting of the Board of Directors of the New York State Credit Union League recently. It was quite a revelation to them the way that their meeting was conducted. Important matters pertaining to the average Credit Union member were discussed with a thoroughness that was a revelation. We, the individual Credit Union, can feel safe that those elected to serve us, at the Annual

Convention, are doing their best to see that the individual member of a Credit Union is always considered. We are also fortunate to have one of our members, Jack J. Jackman, as a member of this Board of Directors of the New York State Credit Union League, in the capacity of its 1st Vice President. We ask every member of our Credit Union to make it his business to seek further information about the Credit Union movement. Find out the benefits that you as a member, are entitled to. Find out the benefits that you receive NOW with the Life Savings Insurance that we have on each account and also the Loan Protection we carry. Discuss with your Educational Committee as to who is entitled to become a member of our Credit Union.

The following is a result of a conversation between a member of our Educational Committee and a former Prize Fighter Manager. The Prize Fight Manager after thoroughly understanding the Credit Union Movement, explained it to a group of prize fighters who had just recently formed a Credit Union. The prize fight manager said: "Become a good counter puncher in your Credit Union; make your weekly savings serve as a Left Jab for a Set-Up, when the necessity of a loan Hits you; the other fighter who we know as HARD-TIMES, is set for a quick knockout; your seconds are the Credit Committee; they will advise you as to how your opponent is attacking you; keep countering with right hooks and always be prepared with your left for the final knock-out punch; your Treasurer who is refereeing this fight, will count the fatal ten when he grants the loan: after your hand is raised in Victory, you will find that the easy weekly payments on this loan will justify your long weeks of training."—LOMTO BULLETIN, Bronx, New York.

Consumer Credit Studies

The Russell Sage Foundation, of New York, has completed the transfer to the Library of Congress of the comprehensive files of documents and working papers of its former Department of Consumer Credit Studies, which was discontinued after the death in 1946 of its director, Dr. Rolf Nugent. In making the gift to the Library, the Foundation has stated that its purpose is "to make these valuable materials accessible to the greatest number of interested persons and at the same time to ensure careful handling of them by a responsible organization."

The files consist largely of original

source material on small loan organizations, credit unions, and other lending agencies, both domestic and foreign; installment selling, industrial banking, and supervision of lending. They include also many documents relating to State and Federal legislation for the control of consumer credit activities. Much of the material is either not available at all or not easily accessible elsewhere.

The collection will be of continuing value to scholars, legislators, and other persons and organizations having interests and responsibilities in the field of consumer credit. It will be available in the Library's General Reference and Bibliography Division, which can supply further information regarding it.—*The Library of Congress, Washington, D. C.*

Care Packages Bigger

PAUL COMLY FRENCH, executive director of the non-profit organization, said that, effective Monday, February 21st, the 10-pound lard package will be delivered abroad for \$4.75, instead of the earlier price of \$5.50.

A subsidy from the Economic Cooperation Administration reimburses CARE for its costs of ocean freight and delivery in Marshall Plan countries. All food parcels have been enlarged and improved.

Orders may be sent to CARE headquarters at 50 Broad Street, New York, or other CARE offices throughout the country.

A Letter From Japan

IT WAS A FEW WEEKS AGO my family received the news through Mrs. Kagawa saying an American food package is coming to us, to become our own. What it meant was not at all real until the package finally arrived.

Dear friends, now I do not think you could ever understand us with these cans and boxes of so many nice things on our both sides, having not yet known who sent them all to us, unless you had the real experience of adjusting yourselves to the way of poverty, getting through the years of "no sugar", "no rice", even—and therefore, gradually forgetting how to give to others.

Yesterday afternoon, I met a woman in our neighborhood on her way of going somewhere. She had a basket in her hands. She says, "Since the day I got the package from America I feel I've lost peace of my heart. To sit still makes me sick. I want to do something not for me, but for somebody else.—Toshiko Makino, Setagaya-ku, Tokyo.

It's Time to Build . . .

Your Credit Union Automobile Insurance Program

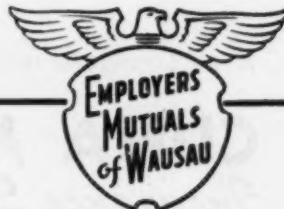
For the Members' Benefit:

- Better Protection** thru full coverage availability and assurance of claims payments.
- One Stop Service** to reduce confusion, delay and inconvenience, and unwary use of high rate credit.
- Standard Rates** with substantial dividend savings.
- Counsel** from a credit union Insurance Advisor selected by the credit union to work in the best interests of the member.

For the Credit Union's Benefit:

- More Business** that one-stop competitive service brings.
- Automatic Coverage** beginning when the application is made.
- Notice of Policy Lapse** to protect loss of insurance coverage on automobile mortgage loans.

For further information write Cuna or
our Credit Union Insurance Department.



Employers Mutual Liability Insurance Company of Wisconsin

Home Office: Wausau, Wisconsin

Credit Union Insurance Department: Appleton, Wisconsin

"I'm Sorry, Son..."

you'll have to quit school
and go to work. You know
when Dad died, he still owed
quite a lot on his loan, and
we've got to pay it off..."



DON'T LET THIS HAPPEN IN YOUR CREDIT UNION!

Insure your loans with CUNA Mutual. Loan Protection Insurance will pay the loan in full when a borrower dies or becomes totally and permanently disabled. CUNA Mutual does not collect from the borrower's family or co-signers.

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